

## Message Text

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51

ACTION EB-11

INFO OCT-01 EUR-25 ADP-00 CIAE-00 INR-10 NSAE-00 RSC-01

RSR-01 /049 W

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P R 271429Z AUG 73

FM AMEMBASSY WARSAW

TO AMEMBASSY BRUSSELS PRIORITY

AMEMBASSY VIENNA PRIORITY

INFO SECSTATE WASHDC 5457

USDOC WASHDC

UNCLAS WARSAW 4353

E.O. 11652: N/A

TAGS: ETRD, BCOM, PL

SUBJECT: JOINT US-POLISH TRADE COMMISSION THIRD SESSION

REF: USDOC 12068 (NOTAL)

VIENNA FOR EWTC DIRECTOR MARTIN

1. REFERENCED MESSAGE RECEIVED WARSAW AUGUST 24 FOLLOWS:  
QUOTE IN PREPARATION FOR THIRD SESSION MEETINGS, WE ARE  
UPDATING POSITIONS ON OUTSTANDING ISSUES. WE ARE CURRENTLY  
SURVEYING EXPERIENCE OF AMERICAN FIRMS ESTABLISHING  
OFFICES IN POLAND. IN ADDITION TO OUR CONTACTS IN THE  
U.S., POST REQUESTED POSE FOLLOWING QUESTIONS TO  
COMPANIES WHICH NOW HAVE REPRESENTATIVE OFFICES, ARE IN  
PROCESS OF SETTING UP SUCH OFFICES, OR MAINTAIN REPRESENTATIVES IN POLAND:

(A) HAVE YOU BEEN DEALING EXCLUSIVELY WITH THE FOREIGN  
TRADE ORGANIZATIONS OR HAVE YOU BEEN ABLE TO REACH END-  
USERS? WITH HOW MUCH DIFFICULTY?

(B) IF YOU HAVE OBTAINED ACCREDITATION, HOW ARDUOUS IS  
THE PROCEDURE? ARE THERE LARGE ACCREDITATION FEES?

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(C) IF YOU MAINTAIN AN OFFICE IN POLAND, HOW ARE THE

FACILITIES: HAVE YOU BEEN ABLE TO HIRE LOCAL PERSONNEL?  
ENOUGH SPACE? BUSINESS MACHINES? COMMUNICATIONS? HOW DO  
YOUR FACILITIES COMPARE WITH THOSE OF YOUR FOREIGN  
COMPETITORS? IS LEVEL OF RENT REASONABLE;

(D) IF YOU HAVE PERSONNEL LIVING IN POLAND, WHAT ARE THE  
CONDITIONS OF THEIR PERSONAL HOUSING? HOW DIFFICULT HAS  
IT BEEN TO OBTAIN AN APARTMENT? ARE RENTS REASONABLE?  
ANY PROBLEMS IMPORTING APPLIANCES, AUTOS, ETC.? HOW DO  
APARTMENTS FOR U.S. NATIONALS COMPARE WITH THOSE PROVIDED  
FOR NATIONALS OF OTHER COUNTRIES.

(E) HAVE VISAS POSED A PROBLEM? HAVE YOU BEEN ABLE TO  
OBTAIN MULTIPLE ENTRY VISAS?

(F) HOW DO YOU FEEL OVERALL COSTS COMPARE WITH YOUR OTHER  
OFFSHORE OPERATIONS? IS THE EXCHANGE RATE UNDULY  
BURDENSOME?

(G) ARE ANY CONTRACT PROVISIONS, NEGOTIATING PROCEDURES,  
OR BUSINESS PRACTICES PROVING PARTICULARLY ONEROUS?

(H) ARE THERE ANY OTHER PROBLEMS WHICH YOU FEEL IT WOULD  
BE USEFUL TO RAISE ON A GOVERNMENT TO GOVERNMENT LEVEL?

(I) WITH RESPECT TO ALL QUESTIONS, MAY COMPANY NAME BE  
USED OR SHOULD COMPLAINTS BE PRESENTED AS GENERAL ONES?  
INFORMATION NEEDED BY SEPTEMBER 3. END QUOTE

2. DOW CHEMICAL, HEWLETT-PACKARD, AND MONSANTO HAVE  
RECEIVED LICENSES FOR OFFICES IN POLAND BUT HAVE NOT YET  
OPENED HERE. THE VIENNA BRANCHES OF DOW AND HEWLETT-  
PACKARD ARE RESPONSIBLE FOR ESTABLISHMENT OF THE POLISH  
OPERATION; THE MONSANTO EUROPE OFFICE IN BRUSSELS COVERS  
MONSANTO'S ACTIVITY IN POLAND. WE THEREFORE ASK THE  
ASSISTANCE OF ACTION ADDRESSEES IN CONTACTING THESE  
OFFICES AND IN PASSING TO WARSAW RESPONSES TO QUESTIONS  
POSED ABOVE.

3. FOR VIENNA: PLEASE PRESENT THESE QUESTIONS TO:  
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MR. ALEX CROSSAN  
DOW CHEMICAL GMBH  
CONCORDIAPLATZ 2  
WIEN 1 TELEPHONE: 630781 TELEX: 075371 DOWVA A

MR. REINER LORENZ OR  
MR. DAVID SHORTT

HEWLETT-PACKARD  
HANDELSKAI 52/3  
A-1205 WIEN TELEPHONE: 0222/336606-09 TELEX 74923

4. FOR BRUSSELS: PLEASE PRESENT QUESTIONS TO:

MR. R.T. KONING  
AREA SALES DIRECTOR  
CHEMICALS AND PLASTICS  
MONSANTO EUROPE S.A.  
1 PLACE MADOU  
1030 BRUSSELS TELEPHONE: (02) 19 11 01

5. REPLIES REQUESTED IN WARSAW BY COB AUGUST 31.  
DAVIES

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 27 AUG 1973  
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**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Document Unique ID:** 00  
**Drafter:** n/a  
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**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** n/a  
**From:** WARSAW  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1973/newtext/t19730812/aaaaaint.tel  
**Line Count:** 130  
**Locator:** TEXT ON-LINE  
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**Original Previous Handling Restrictions:** n/a  
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**Previous Handling Restrictions:** n/a  
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**Review Authority:** kelleyw0  
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**Review Content Flags:**  
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**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** JOINT US-POLISH TRADE COMMISSION THIRD SESSION  
**TAGS:** ETRD, BGEN, PL  
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